

TxDOT Road Lines

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Business Opportunity Programs Section Publication

October 2000

New Small Business Enterprise (SBE) Program Introduced by TxDOT

The Texas Department of Transportation (TxDOT) introduced its new Small Business Enterprise (SBE) Program effective August 1, 2000. The purpose of this new SBE program is to encourage contracting opportunities for small businesses in all state-funded highway construction and maintenance projects. The measurement of accomplishment will be determined from paid dollars to small business contractors.

Currently certified Disadvantaged Business Enterprise (DBE) and Historically Underutilized Business (HUB) firms will automatically be certified in the new SBE

Program, since they must meet the size eligibility standards in order to be DBE/HUB certified. Firms interested in the SBE Program and not currently certified as a DBE or HUB may obtain an SBE Program application from TxDOT. To be eligible, at least 51% of the assets and interest or classes of stock must be owned by one or more persons who are U.S. citizens or lawfully admitted permanent residents of the U. S. The annual gross receipts cannot exceed the SBA size limits for the previous four years. Unlike the DBE program, no on-site review will be required and the firm will be certified for a period of two (2)

years. SBE Program contracting is limited to state-funded highway construction and maintenance projects.

In its commitment to provide contracting opportunities for small businesses, TxDOT developed the SBE program. The Certification and Audit Branch of the Business Opportunity Programs (BOP) Section of TxDOT's Construction Division may be contacted at (512) 703-5830 to answer any questions you may have regarding the SBE program and to request an application. ➤

Contents

From the Director	2
FAQs	2
Did You Know	2
New DBEs	3&4
Visit the Web!	5
How to do Business with TxDOT ...	6
District Contacts	6&7
Agency Purchasing Contacts	7
2000 Calendar	8
Two Sisters's Construction	9
DBE Size Cap	9
Order Form	9
Angela Newton - HUB Success ...	10
Fact Notes	10
TxDOT Plans On-Line	11
Corpus Christi's Man of Many Hats	11

TxDOT To Co-host HUB Conference

TxDOT's BOP Section will co-host the "TEXAS HUBS: Developments and Prospects in the New Millennium" Conference with Texas A&M University. The conference is scheduled for November 13-15, 2000 at the Bush Presidential Conference Center and the University Center at Texas A&M University.

The conference will highlight the following objectives:

- * Bring together HUB owners, corporate and business executives, procurement administrators, policymakers, professionals, and policy analysts to discuss issues and initiatives affecting HUBs in Texas.

- * Address public and private contracting and procurement procedures and protocols related to the various production and service sectors in Texas.

- * Discuss recent policy changes by the Texas Legislature, Texas General Services Commission, Texas Department of Economic Development, TxDOT, and other agencies relating to HUBs.

- * Provide a forum for interaction between minority chambers of commerce, small business development agencies, and minority business development agencies.

- * Discuss significant and important developments in Federal agencies, especially the U.S. Department of Transportation, relating to DBEs.

- * Address opportunities for Texas HUBs to develop business ties in the international arena, particularly in Mexico, Texas' largest trading partner.

For more complete program information and to register, please call or write the Race &

continued on page 2

From the Director



James Dossett

In the last year there have been a lot of changes to the DBE and HUB programs. We have also implemented a new SBE Program. The changes were long in coming and bring the programs into the 21st century. What impact does this have on you? I encourage

you to get a copy of TxDOT's new Business Opportunity Programs Administrative Rules so that you can find out if your company is impacted by the changes. (See the order form in this newsletter).

For example, some of you have been noticing that fewer highway construction projects have DBE and HUB goals assigned to them. This is a result of new regulations regarding the DBE and HUB programs. Another change at TxDOT is the new SBE Program relevant to state-funded highway construction and maintenance projects, which was effective August 1, 2000. The purpose of this program is to encourage contracting opportunities for small businesses interested in doing business with TxDOT. For more information on the SBE Program and to see if your business qualifies, see the article on the front page.

The BOP Section is responsible for administering all three programs. The programs are available to enhance contracting opportunities for small, minority and women-owned businesses. Each program has its own set of criteria and eligibility standards. I encourage small, minority and women-owned businesses to inquire as to which of these programs is applicable to your business and make sure you are certified in the program(s) that will be the most beneficial. The Certification and Audit Branch will be glad to discuss these programs with you. They can be contacted at (512) 703-5830. Certification is a tool to help your company grow.

You can now call BOP at our toll free number 866-480-2518! Let us hear from you. ✚

HUB Conference *continued from page 1*

Ethnic Studies Institute (RESI) Conference, Texas A&M University, 4249 TAMU, College Station, TX 77843-4249, 979-845-0966. TxDOT's Business Opportunity Programs Section can also provide information on the conference, 512-703-5826. ✚

Frequently Asked Questions

Regarding Disadvantaged Business Enterprises (DBEs) and Historically Underutilized Businesses (HUBs)

Is there a list of TxDOT contact people that would be useful to me as a vendor trying to do business with TxDOT?

Yes! On our website, click on Business, Contact Information, Division Contacts. This list includes just about anything you would want information on.

How can I find the e-mail addresses for each of TxDOT's District offices?

The easiest way to e-mail our District offices is from TxDOT's website. Near the top of the page, just under the logo, click on Feedback then fill in the necessary information. All the Districts, Divisions and Offices, as well as General Web Delivery, are listed in the first drop-down field. Once the District receives your message, it will be forwarded to the appropriate person for a response.

I'm a DBE and just received some training through your Technical Assistance Program (TAP). When can I expect a contract with TxDOT?

The purpose of the TAP program is to enhance a company's ability to successfully bid on TxDOT contracts. TxDOT's selection and award of a contract to a vendor must comply with established state procedures which are not influenced by the fact that a company received TAP assistance. In other words, there is no guarantee that you will be awarded a contract as a result of receiving TAP assistance. ✚

Did you know . . .

Many minority and women-owned business enterprises (certified through the DBE program) that are qualified to perform transportation-related contracts, have experienced difficulty in obtaining short-term working capital. In response, the U.S. Department of Transportation (DOT) Office of Small and Disadvantaged Business Utilization (OSDBU) developed the Short Term Lending Program (STLP) to offer certified DBEs the opportunity to obtain short-term working capital at prime interest rates for transportation-related projects.

The STLP provides revolving lines of credit to finance accounts receivable arising from transportation-related contracts. The primary collateral consists of the proceeds of the contracts. Borrowings under the lines of credit are to meet the short-term costs of performing the contract(s) being financed.

For more information on the STLP, call Nancy Strine at (800) 532-1169 ext. 65343 or view the OSDBU web site at <http://osdbuweb.dot.gov/business/mp/mktpkg10.html>.

The Bonding Assistance Program (BAP) offers certified DBEs an opportunity to obtain bid, payment and performance bonds for transportation-related projects.

The program provides an 80% guarantee against losses on contracts up to \$1 million. Bond approvals and issuance are performed by the DOT participating Sureties.

The program is administered by DOT's OSDBU. Funding for the guarantees is provided by DOT and is administered by local bond agents that are located in designated areas of the country.

Firms are eligible to participate in both the STLP and BAP programs when certified as a DBE by an agency using DOT guidelines, or as an 8(a) company by the U.S. Small Business Administration.

For more information on BAP, call Art Jackson at (800) 532-1169 ext. 65344 or view the OSDBU web site at <http://osdbuweb.dot.gov/business/mp/mktpkg11.html>. Copies of the STLP and BAP applications are available on the OSDBU web site at <http://osdbuweb.dot.gov/Business/Docs/index.cfm>. These locations also have information on the banks participating in the STLP and the BAP local bond agents. If you should need additional assistance reviewing this information, please contact TxDOT's Education and Outreach Section at (512) 703-5826. ✚

Congratulations!

Newly Certified as DBEs

Starling Trucking

105 N. W. 10th
Dimmit, TX 79027
Hauling

Patillo Trucking Co., Frank

6810 Boyt Road
Beaumont, TX 77713
Hauling

Danul's Trucking

10006 Hinds
Houston, TX 77034
Hauling

Valley Illuminators

P.O. Box 3001
Federal Way, WA 98063
Aviation/ Manufacturing airfield runway, etc./
Reflective markers, signs & lights

All Temps Personnel Service, Inc.

P.O. Box 224527
Dallas, TX 75222
Personnel services, payrolling, diversity training, HR management, project management, temp/perm placement

Ledezma Trucking, Nestor

3648 Lawnwood
Fort Worth, TX 76111
Hauling

Stephy's, Inc.

10 Equestrian Trail
Duncanville, TX 75116
Hauling

Melendez Trucking

3510 Banning Street
Dallas, TX 75233
Hauling

Gandy's Transport

106 Idle Creek Lane
Desoto, TX 75115
Hauling

Herman Freeman Trucking

6938 Atha
Dallas, TX 75217
Hauling

Rambo Contracting, Inc.

P.O. Box 731
Alvarado, TX 76009
Minor Structures

V. West Contracting & Consulting Services, Inc.

P.O. Box 11793
Portland, OR 97211
Construction/ Project Management

Mid Valley Paver Installations

Rt. 1 Box 121-A
Donna, TX 78537
Landscaping, Brick pavers and modular retaining walls

Estilo Communications, Inc.

1000 E. Cesar Chavez St., Ste#300
Austin, TX 78702
Advertising and Marketing

CSC Construction

P.O. Box 584
Bridgeport, TX 76426
Earthwork, Base and Subbase/ Hauling

Garner Construction

214 Community Road
Nacogdoches, TX 75961
Minor Structures

Magnacore Drilling & Environmental Services, Inc.

381 Casa Linda Plaza, #202
Dallas, TX 75218
Environmental drilling & consulting, geotechnical drilling and core sampling

W & S Mire Trucking

P.O. Box 9585
Beaumont, TX 77709
Hauling, Highway Maintenance

Gilbreath Communications, Inc.

P.O. Box 941449
Houston, TX 77094
Public relations, advertising, graphic design and website development

Harvey Earth Moving, Inc.

10962 CR 165 North
Overton, TX 75684
Asphalt/ Earthwork, Base and Subbase/ Hauling/ Landscaping/ Material Suppliers: Regular dealer of aggregates, sand & dirt/ Rest Areas

Satya Tech 1 Services

118 Broadway, Ste #336
San Antonio, TX 78205
Professional Services: Engineering/ Environmental services & informational technology solutions

J.V. Concrete Construction

109 Bonner
Wichita Falls, TX 76301
Earthwork, Base and Subbase/ Major Structures: (Slabs & Rebar only)/ Minor Structures/ Painting/ Concrete Paving & Incidentals

Gram Traffic Counting, Inc.

12406 Uttimer Lane
Austin, TX 78753
Traffic Counting/ Data Collection

Campbell Trucking

805 Traylor Street
Lufkin, TX 75901
Hauling

Barrera Contractors, Inc.

P.O. Box 1064
Iraan, TX 79744
Earthwork, Base and Subbase/ Hauling/ Blasting

Catch 22, Inc.

P.O. Box 74
Fate, TX 75132
Hauling: Transportation of Aggregate Material

Janke Design

3014 W. William Cannon, #828
Austin, TX 78745
Environmental Graphic Design

Tony A. Enterprises, Inc.

P.O. Box 186
Driscoll, TX 78351
Earthwork, Base and Subbase/ Traffic Control Devices: signage

Nickerson Dirt Work, Gregory

620 Carnegie Place
Amarillo, TX 79107
Hauling

Justice and Huang Engineers, Inc.

P.O. Box 80104
Baton Rouge, LA 70898
Professional Services: Engineering

Kellystone, Inc.

2700 W. Pecan St., #560
Pflugerville, TX 78660
Installation of interlocking concrete pavers & concrete block walls

Soliz Trucking

P.O. Box 1184
Canyon, TX 79015
Hauling

Amarillo Paving Company

1617 S. Arthur
Amarillo, TX 79102
Asphalt/ Earthwork, Base and Subbase/ Hauling/ Landscaping

Purple International, Inc.

2700 N. Stemmons Frwy Ste#800 E.
Dallas, TX 75207
Asphalt/Earthwork, Base and Subbase/ Fencing/ Painting/Concrete Paving & Incidentals/ Professional Services: Engineering/General Construction & Construction Management/ Underground & Utility Work

Garcia General Construction Company, Inc.

3315 Blumie Street
Austin, TX 78745
Fencing/ Major and Minor Structures/Concrete Paving & Incidentals/Hauling/Rest Areas

Big Smith Trucking

2724 South Park Lane
Fort Worth, TX 76133
Hauling

Miko Trucking, Inc.

1100 Crest Ridge Court
Irving, TX 75061
Hauling, Excavation & Demolition

Materials Products Incorporated

P.O. Box 141156
Austin, TX 78714
Material Suppliers: Regular dealer of building materials & equipment, concrete mix, bag masonry, portland cement, concrete blocks, fireplaces & misc. tools, rest areas

Restl Designers, Inc.

9055 Gaither Rd., Ste E
Gaithersburg, MD 20877
Professional Services: Engineering & Architecture, Construction Inspection

Netcrete Construction

P.O. Box 414
Cedar Creek, TX 78612
Earthwork, Base and Subbase, Major and Minor Structures, Concrete Paving & Incidentals

Villaverde, Inc.

1218 E. Yandell, Ste#203
El Paso, TX 79902
Professional Services: Engineering

Azteca Trucking

P.O. Box 10371
Corpus Christi, TX 78460
Hauling

S. Texas Utilities & Construction, Inc.

7227 Lansbury
San Antonio, TX 78250
Minor Structures, Underground & Utility Work

EGH Construction, Inc.

P.O. Box 270668
Corpus Christi, TX 78427
Metal building erection & turn key projects, rest areas

P & W Management

1400 West Paul
Tyler, TX 75702
Painting, Landscaping, Debris clearing, removal, litter pick up and disposal, rest area maintenance

Ruiz Trucking

P.O. Box 263-Hwy 481
Uvalde, TX 78802
Hauling

E-Lab, Inc.

10450 Stanciff Rd. #210
Houston, TX 77099
Environmental Testing

Enterprise Unlimited

26 Long Creek Rd.
Austin, TX 78737
Preparation of safety, policy, and procedure (HR) manuals

Native American Cleaning Corp.

18314 Oakhampton
Houston, TX 77084
Remove mold, mildew & associated spores from buildings

Statewide Guardrail Service

P.O. Box 414
Big Sandy, TX 75755
Fencing

Flores Engineering

306 Grand Central Blvd.
Laredo, TX 78045
Professional Services: Engineering

MA International

506 Melrose Dr.
Richardson, TX 75080
Professional Services: Engineering & Architecture

J.B. Tree Service

4217 Naples
Corpus Christi, TX 78415
Tree Service Maintenance (tree trimming, line & fence clearance)

Asphalt Services, Inc.

3901 S. Curtis Rd.
Boise, ID 83705
Seal coating, crack sealing, striping, sand blasting, sweeping and related services

Rosales Gottenmoeller & Assoc., Inc.

305 Newburg St., Ste 21
Boston, MA 02115
Professional Services: Architects, Facilitators for community participation in the design of bridges

Robinson Industries, Inc.

100 N.E. 21st Street
Miami, FL 33137
Illumination, Underground & Utility Work, Public Transit

Guevara Trucking Company

885 Blackland Rd.
Royse City, TX 75189
Hauling

Hayden Consultants

P.O. Box 140879
Dallas, TX 75214
Professional Services: Engineering

Certified Truck Owner-Operators (Hauling)**Garcia, Jose E.**

P.O. Box 1003
Progreso, TX 78579

Lynch, Bernadette W.

R#10 Box 150
Lubbock, TX 79404

Garcia, Natalia

702 S. High Street
Uvalde, TX 78801

Sanchez, Victor M.

303 N. Avenue R
Lubbock, TX 79415

Lopez, Arturo

927 N. Olive
San Antonio, TX 78202

Magana, Arturo P.

507 Sunset Blvd.
Donna, TX 78537

Salas, Eniverto

522 Juarez Street
Uvalde, TX 78801

Guzman, Jose G.

836 Castro Street
Uvalde, TX 78801

De La Garza, Louis F.

P.O. Box 102
Ozona, TX 76943

Alfaro III, Alfredo

14170 Michael Dr.
Lytle, TX 78052

Perez, Americo G.

1131 West Main
Uvalde, TX 78801

Guerra III, Pedro

3500 Goliad Rd., Lot 390
San Antonio, TX 78223

Solis, Dagoberto

908 Sheffield Blvd.
Houston, TX 77015

Perez, Mauro

9026 Homewood
Houston, TX 77078

Pena, Chris C.

2702 N. MLK Blvd.
Lubbock, TX 79403

Perez, Hugo P.

201 Martinez Street
Uvalde, TX 78801

Borrego, Jr., Meliton A.

P.O. Box 383 Old Hwy 90
Sabinal, TX 78881

Garcia, Ricardo DeLeon

672 1/2 Brice Lane
Uvalde, TX 78801

Hernandez, Francisco

12222 Almeda Genoa Rd.
Houston, TX 77034

Visit us on the Web!

And explore other web-sites highlighted that we think would be of benefit to your business.

http://www.dot.state.tx.us/	Texas Department of Transportation (TxDOT)
http://www.dot.state.tx.us/business/business.htm	Texas Department of Transportation (TxDOT) "How to do Business with TxDOT"
http://www.dot.state.tx.us/business/scientificinfo.htm	Texas Department of Transportation (TxDOT) "Turnpike Authority Contract Information"
http://www.dot.state.tx.us/business/rowacquisition.htm	Texas Department of Transportation (TxDOT) "Right of Way Acquisition Contract Information"
http://www.dot.state.tx.us/business/specs.htm	Texas Department of Transportation (TxDOT) "Specification Information"
http://www.dot.state.tx.us/insdtdot/orgchart/gsd/purchasing/purchasing.htm	Texas Department of Transportation (TxDOT) "Purchasing of Goods and Services"
http://www.gsc.state.tx.us/	Texas General Services Commission (GSC)
http://www.gsc.state.tx.us/procinfo.html	General Service Commission (GSC) "Procurement Information"
http://www.gsc.state.tx.us/tabs/	General Service Commission (GSC) "Open Market Bid Tabulations"
http://www.gsc.state.tx.us/reqs/	General Service Commission (GSC) "Open Market awards"
http://www.gsc.state.tx.us/cat_page/	General Service Commission (GSC) "Term Contracts"
http://www.gsc.state.tx.us/cat_page/	General Service Commission (GSC) "Contract Awards"
http://www.gsc.state.tx.us/cmbl/cmblhub.html	Central Master Bidders List (CMBL) & Historically Underutilized Business (HUB) Search
http://www.gsc.state.tx.us/stpurch/qisv.html	General Service Commission (GSC) "Qualified Information System Vendors Information"
http://www.gsc.state.tx.us/cmbl/cmblhub.html	General Service Commission (GSC) "Find Vendors"
http://www.gsc.state.tx.us/hubbid/forms/index.html	General Service Commission (GSC) "Applications and Forms"
http://www.tded.state.tx.us	Texas Department of Economic Development (TDED)
http://www.marketplace.state.tx.us	Texas Department of Economic Development (TDED) "Texas Marketplace"

Free Web Page!! Free advertising !!

For your business on the Internet via the Business Listing Section.

The **Texas Department of Economic Development** offers to registered users of the **Texas Marketplace** a **Directory of Registered Business Users**. This register allows businesses to post general information about their products and services using the new North American Industrial Classification System (NAICS) code system. For those businesses that need assistance in identifying the appropriate NAICS codes, the **Marketplace** provides a lookup database. To check out this service, go to: <http://www.marketplace.state.tx.us>. Click on "New Users Click Here", "Buy/Sell Exchange", "Register".

Then complete the form and click "Submit".

How to Do Business With TxDOT

The General Services Commission, the central purchasing agency of the State of Texas, has delegated purchasing authority to state agencies. TxDOT operates under the basic principles of free and vigorous competition. To do business with us, you need to know: (1) how we buy what you sell, (2) who to contact to find out what we are buying, and (3) what the requirements are, if any, to submit a bid. TxDOT purchases a wide variety of items and services which are categorized as follows:

- goods/commodities and services (computers and related supplies, office supplies, printing, janitorial, Right Of Way appraisals, etc.)
- construction (heavy highway construction and sub-contracting, hauling, etc.)
- professional services (engineers, architects, surveyors, etc.)
- maintenance (of highways and roadside rest areas, facilities, etc.)

These categories require different purchasing procedures. Additionally, the dollar amount may determine who makes the purchase (the district, Austin headquarters, or the General Services Commission), adding even more variations to the purchasing procedures. Consequently, there is an abundance of procedures and knowing which one to follow may be confusing at best. Therefore, we suggest you contact the districts you want to do business with, and/or the purchasing representative in Austin to determine how to proceed. We have provided a list of contact people along with their phone numbers. Give them a call! They can answer your questions and get you headed in the right direction. 📞

D I S T R I C T		
DISTRICT	TELEPHONE	PROFESSIONAL SERVICES
ABILENE 4250 N. Clack P O Box 150 79604	915-676-6802	Cody Parkhill
AMARILLO 5715 Canyon Dr. 79110 P O Box 2708 79105	806-356-3200	Ron Johnston
ATLANTA 701 E. Main 75551	903-796-2851	David Neshyba
AUSTIN 7901 IH-35 N P O Drawer 15426 78761	512-832-7000	Patsy Warren
BEAUMONT 8350 Eastex Freeway	409-892-7311	Karen Davis
BROWNWOOD 2495 Texas 183 N 76802	915-646-2591	Elias Rmeili
BRYAN 1300 N Texas Ave. 77803	979-778-9714	Don Werth
CHILDRESS 7599 US 287 79201-9705	940-937-2571	Darwin Lankford
CORPUS CHRISTI 1701 S Padre Island P O Box 9907 78469	361-808-2300	Martin Timmerman
DALLAS 4777 US 80 E, Mesquite PO Box 133067, Dallas 75313-3067	214-320-6100	Charles Tucker
EL PASO 212 N. Clark Dr. P O Box 10278 79994	915-774-4200	Garry Leos
FORT WORTH 2501 SW Loop 820 P O Box 6868 76115	817-370-6500	Sam Swan
HOUSTON 7721 Washington Ave. P O Box 1386 77251	713-802-5000	Elvia Cardinal
LAREDO 1817 Bob Bullock Loop 78043	956-712-7400	Jo Ann Garcia, P.E.
LUBBOCK 135 Slaton Hwy. P O Box 771 79408	806-745-4411	Steve Warren
LUFKIN 1805 N Timberland Dr. 75901	936-634-4433	Mike Offield
ODESSA 3901 US 80 E 79761	915-332-0501	Gary Law, P.E.
PARIS 1365 N. Main St. 75460	903-737-9300	Steve Ekstrom
PHARR 600 US 83 W Express P O Drawer EE 78577	956-702-6100	Janice Kolberg
SAN ANGELO 4502 Knickerbocker Rd. 76904	915-944-1501	George (Rudy) Herrmann
SAN ANTONIO 4615 NW Loop 410 P O Box 29928 78229-0928	210-615-1110	Judy Friesenhahn
TYLER 2709 W Front St. 75702-7712	903-510-9100	Sonja Swinson
WACO 100 S Loop Dr. P O Box 1010 76703	254-867-2700	Reggie Richardson, P.E.
WICHITA FALLS 1601 SW Parkway 76302	940-720-7700	Phillip Lujan, P.E.
YOAKUM 403 Huck St. P O Box 757 77995	361-293-4300	Billy Goodrich, P.E.

C O N T A C T S

MAINTENANCE	COMMODITIES/GOODS & SERVICES	CONSTRUCTION
Martin Turentine	Allen Morgan	Paul Hoelscher
Joyce Davis	Alvin Kabetzke	Tom Nagel
Charles Russell	Robert Jones	James Joslin
Leslie Miller	Paul Goertz	Danny Stabeno
Will Swearingen	Vickie Duke	Will Swearingen
Tina Crelia	Earla Palette	Kathy Kunkel
Catherine Hejl	Lonnie Brothers	Pat Williams
Bart Sherrill	Ross Butler	Gene Garcia
Rubin Schultz	Rex Godsby	Ed Rodriguez
Gary Charlton	Fred Gober	Jim Hunt
Robert Tejada	Dennis Evans	Dale Atkinson
Vicki Webb	Janice Jennings	John Rosson
Charles Burks	Lyna Stoerner	Walter Torres
Rosa Trevino, P.E.	Salvador A. Mercado, P.E.	Fitzgerald Sanchez, P.E.
Andrew Chavez	Dennis Morgan	John Rantz
Walter Hearnberger	David Pitts	Tom Hunter
Carolyn Yarbrough, P.E.	Ray Harris	Pam Brown
Jan Barnes	Niki Mathews	Wayne Clement
Chano Falcon	Medardo Salinas	Rosendo Garcia
Dennis Wilde	Charlie Jones	Victor Pinon
Jim Shiller	Jim Parker	Edward Stephen
Shelli Thomas	Terry Frick	Sherri Ralson
Kathy Hartin	Bruce Baker	Duane Schwarz
Kristi Dunson	Julia Smith	Paul Wenzel
Jocelyn Bolom	J.T. Byrnes	Sherry Hutchinson

AGENCY PURCHASING CONTACTS

COMMODITIES

Ron Eberhardt, CPPO
512-416-2063
512-416-2152 - FAX

SERVICES

Karen Lewis, CPPO, C.P.M.
512-416-2027
512-416-2152 - FAX

INFORMATION SYSTEMS

Rudy Gomez, CPPO
512-416-2052
512-416-2269 - FAX

MAINTENANCE CONTRACTS

Carol Whittenbaugh
512-416-3222
512-416-2652 - FAX

PRIME/SUBCONTRACTING

Business Opportunity Programs
Pat Merrill
512-703-5826
512-703-5804 - FAX

GENERAL INFORMATION

Geri Bartel
512-416-2047
512-416-2861 - FAX

PRINTING

Al Fairchild, CPPB
512-416-2806
512-416-2861 - FAX

OFFICE SUPPLIES

Georgene DeVine, CPPO
512-416-2839
512-416-2861 - FAX

FURNITURE

Ann Morrow, CPPB
512-416-2039
512-416-2269 - FAX

HWY MAINTENANCE MAT'LS

Elaine Campbell, CPPB
512-416-2068
512-416-2152 - FAX

NON-ENGINEERING CONSULTANT SERVICES

Anna Isbell
512-936-2815
512-936-2810 - FAX

PROFESSIONAL SERVICES

Mohammad Farhoud
512-416-2322
512-416-2292 - FAX

2000 Calendar of Events

	Date	Time	Event	Location	Telephone
October	5 - 7	8-5 p.m.	64th Annual Texas State NAACP Convention	Waco-Waco Convention Center 100 Washington Avenue	(254) 739-2591
	12	7:30-3:30 p.m.	Central Texas Procurement Conference/ Congressman Chet Edwards	Waco-Waco Convention Center 100 Washington Avenue	(800) 349-7232
	25 & 26	8-5 p.m.	Minority Business Enterprise Development 2000 MED Week	South Padre Island-Radisson Hotel 500 Padre Blvd.	(956) 761-6511
	26	6-8 p.m.	Hispanic Chamber of Commerce/ Congressman Lloyd Doggett Business and Career Development	Austin-Hyatt Hotel 208 Barton Springs Road	(512) 476-7502
November	2 - 4	8-5 p.m.	5th Annual State Hispanic Contractors Association Conference & Expo	Corpus Christi-Omni Marina Hotel 707 North Shoreline Blvd.	(361) 882-1700
	2	6-10 p.m.	Annual American Indian Chamber of Commerce Awards Meeting	Arlington-Arlington Convention Center 1200 Ballpark Way	(817) 429-2323
	9	9-2 p.m.	Texas Economic Development Forum	Austin-Stephen F. Austin Building #118, 1700 North Congress Avenue,	(512) 936-0119
	9	4:30-9p.m.	Senator Royce West/Focus Networking Event	Dallas-University North Texas Center 8915 South Hampton Road	(214) 467-0123
	9 & 10	1:00 p.m.	TxDOT Letting	Austin-TxDOT, 200 E. Riverside, Rm. 101	(512) 416-2540
	13-15	8 - 4 p.m.	"Texas HUB's Developments and Prospects in the New Millennium" Conference	College Station-Texas A&M University Bush Presidential Conference Center	(979) 458-6400 (512) 703-5826
	16	3-5 p.m.	Regional Liaison Meeting	San Antonio-TxDOT, Bexar Metro Area Office, 9320 S.E. Loop 410	(210) 633-1401
	21	3-5 p.m.	Regional Liaison Meeting	Laredo-TxDOT, 1817 Bob Bullock Loop Main Conference Room	(956) 712-7400
	28	3-5 p.m.	Regional Liaison Meeting	Abilene-TxDOT, 4250 North Clack Training Center	(915) 676-6801
	29	3-5 p.m.	Regional Liaison Meeting	Amarillo-TxDOT, 5715 Canyon Drive Main Conference Room	(806) 356-3256
	30	3-5 p.m.	Regional Liaison Meeting	El Paso-TxDOT, 212 North Clark Main Conference Rm.	(915) 774-4341
December	5 & 6	1:00 p.m.	TxDOT Letting	Austin-TxDOT, 200 E. Riverside, Rm. 101	(512) 416-2540
	5	3-5 p.m.	Regional Liaison Meeting	Houston-JW Marriott 5150 Westheimer Road	(713) 961-1500
	6	3-5 p.m.	Regional Liaison Meeting	Tyler-TxDOT, Conference Room 2709 W. Front Street	(903) 510-9220
	7	3-5 p.m.	Regional Liaison Meeting	Mesquite-Hampton Inn Mesquite Convention Center 1700 Rodeo Drive	(972) 329-3100



Two Sister's Construction

contributed by Two Sister's Construction



Bobby Myles,
President

Bobby Myles has the telephone neatly tucked under his chin. He is keeping abreast of his state bids and calculating the impact of the heat.

"I really like crack sealing jobs," Myles says, "EXCEPT when its really, really hot. No more crack

sealing jobs after May." Myles explains that after May, the tar and rubber base used for crack sealing won't set up properly. It's too hot to cool down naturally and Myles is forced to use sand to put over it so motorists can use the roadway without picking up the pavement. Myles explains that it is not just tar, but a mixture of tar and rubber. Myles shows his pants leg cuff where the blackened goo still holds onto the crease. "I really, really like crack sealing work. It's not for everybody and it is hard work. But I like it."

Myles attended his first state procurement meeting in 1997 and began bidding on state contracts shortly thereafter. His earliest recollection of TxDOT employees is that they are always helpful. Myles considers himself one of the lucky ones in that during his firm's certification process there were no obstacles.

"I have two daughters and they were real young when I started. Now one is a nurse and the other is my partner. Yes, I named the company after them."

In the recent past year, Two Sister's Construction has had a tree trimming contract in Nueces County and crack sealing contracts in Wharton and Cameron counties. In Dallas County, Two Sisters won a mowing contract.

Two Sisters Construction owns their own equipment - four tractors, four butterfly mowers (Bush Hogs), one hot pot (for the crack sealing jobs) and however many signs it takes to keep his teams safe from traffic.

Myles likes to work a team of eight men; Myles says that when he is doing a crack-sealing job, he can keep eight men busy. That roughly translates into a good profit margin for him.

"I like working for the state" Myles explains, "They have their money in their hand before you go to bid. It is not always like that when your are working for somebody else.

"And I get to see the state. I've been to Nueces County, met the engineers down there; the farthest north I've been so far is Perryton, seven miles from the Oklahoma border. But you can't go any further and still be in Texas."

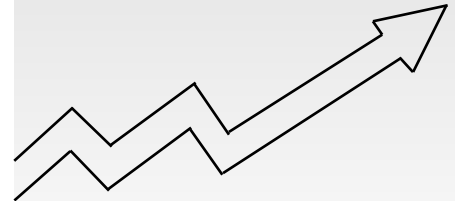
Myles is looking for new jobs in the spring. He wants to start bidding on guardrail work and some landscape maintenance work. With no hesitation, Myles relates what a good customer and client the State can be. "There is work year-round," Myles says with a smile, "And when I work for the state, we get all those good holidays." Two Sister's Construction can be contacted at (281) 802-1997. 📞

DBE Size Cap Raised

The DBE Program is a statutory program intended to provide contracting opportunities for small business concerns owned and controlled by socially and economically disadvantaged individuals in the highway, mass transit and airport programs.

In recognition of the overall effects of inflation on the economy within the past few years, the Secretary of Transportation has raised the DBE size cap of \$16,600,000 to \$17,420,000.

Under the statutes governing the DBE Program, firms are not considered small businesses concerns and are therefore ineligible as DBEs, once their average annual receipts, over the preceding three fiscal years, reaches the size cap.



Order Form

- ☐ DBE Certification Application
- ☐ DBE Certification Application for Truck Owner-Operator
- ☐ Precertification Application (for professional service contracts: <http://www.dot.state.tx.us>)
- ☐ Bidder's Questionnaire (for maintenance and construction projects – no financial statement required)
- ☐ TxDOT DBE Program
- ☐ TxDOT SBE Program

Do you have a comment or a question for the Frequently Asked Questions column?

- ☐ Prequalification Application (for maintenance and construction projects - requires audited financial statement)
- ☐ Business Networking Resources
- ☐ Plan Room request form
- ☐ HUB Application (<http://www.gsc.state.tx.us>)
- ☐ TxDOT's BOP Administrative Rules
- ☐ Technical Assistance information
- ☐ DBE/HUB Liaison Committee information
- ☐ List of TxDOT districts and purchasers
- ☐ Other; please specify _____

Please send the items indicated above to:
Please type or print.

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Phone #	

D&R Pressure Washing

contributed by D&R Pressure Washing



Angela Newton,
President

"In 1999 I attended the Government Procurement Connection Expo in Houston with hopes of obtaining work for D&R Pressure Washing. Up to this point my company had little or no business," stated Angela Newton. She is

eager to explain how she began working for TxDOT. "There were low points," she says, admitting to the dismay of losing her first bids, but she recovers quickly and emphasizes, "but now, it's working."

"All I had was equipment," Newton says, "just a pressure washer that I paid for from a previous job which had an employee share option program, plus five business cards." Here she opens her hands and displays her fingers and thumb. "Five business cards. That's all."

TxDOT promotes purchasing from company's certified as DBEs and HUBs. TxDOT is responsible for the certification of DBEs and the General Service

Commission is responsible for HUBs. The program ensures that certified businesses are included in the bidding for services and products for state purchase. These government efforts provide smaller businesses the opportunity to compete against large corporations in securing state contracts.

"After the expo, I continually kept in contact with TxDOT's BOP Section," Newton says, "and with their help, I was placed in contact with purchasers in the Houston District. "Later I received an invitation from TxDOT to attend DBE/HUB Liaison meetings. By attending these meetings, I received direction, insight and encouragement on how to become a contractor for TxDOT."

"During this time a friend gave me my first computer and being totally computer illiterate, I received step by step instructions over the phone provided by the BOP Section. I also completed TxDOT's Bidders Questionnaire, the DBE and HUB applications. The Bidder's Questionnaire provided me with bidding information.

"I didn't have any capital. I didn't have enough cash for cash flow. Banking

account? Credit? I was an approved TxDOT bidder and had received my vendor ID number, but at this point, I was still not HUB certified because of all the reasons I just mentioned. But I wasn't discouraged; I received my first bid notice." "It was a notice to bid on cleaning and painting existing structures, bridges, for TxDOT's Corpus Christi District. Without DBE certification, I did not qualify for assistance in my bid preparation.

"I went to Corpus Christi to survey the various job sites. "I also purchased my spec book at the Corpus Christi office. I was a little short on change, so a TxDOT employee offered to make up the difference, which I considered very kind. But that is the sort of people at TxDOT. I did not win the bid but came in the second low bidder. Having too much time in the process to give up, I went on to bid on tree trimming work and picnic maintenance in the Beaumont District. And just the same as before, I borrowed the guaranty money and hand delivered my bids to the various district offices. I came in second again on tree trimming work but won on the picnic area maintenance for Liberty County. I was the low bidder!"

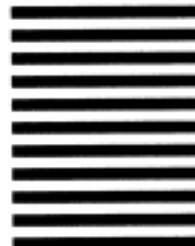
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TEXAS DEPARTMENT OF TRANSPORTATION
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AUSTIN TX 78701-9525



FACT NOTES:

At the Texas State Capitol on June 4, 1917, the Texas Highway Department was established by House Bill # 2, Chapter 190, enacted by the 35th Legislature and approved by Governor James E. Ferguson.

Mr. Curtis Hancock, from Dallas, was selected as the Commission Chairman. Other Commission members were Mr. Thomas R. McLean of Mount Pleasant and Mr. H.C. Odle of Meridan. The commission was selected to serve until February 15, 1919.

Commissioner Odle nominated Mr. George A. Duren, a graduate of the University of Texas School of Engineering, as the State Highway Engineer. Mr. Duren was given a "month to month" contract with a salary of \$5,000 per year.

The current Texas Transportation Commission consists of Mr. John W. Johnson, Chairman from Houston; Mr. David M. Laney from Dallas; and Mr. Robert L. Nichols from Jacksonville. ➤



DBE/HUB/SBE Profiles

continued from page 10

Ms. Newton confided that being a contractor wasn't easy. After working two months on the contract without being paid, Newton had been forced to sell a big welding machine to a relative for one-third of the cost of the machine. She had sold it to carry her family until the contract payments were received.

"During these same two months I still have been traveling the state to survey other bids," Newton says. Newton's eyes light up. She is clearly excited. "Upon my first payment from TxDOT I will be able to become DBE/HUB certified. I can be certified because I will have a bank balance, accounting balances and a bank signature card and canceled checks that have cleared the bank." But that was clearly not all. Newton was ecstatic because she could clearly see her next step. "And with DBE/HUB certification, I will be able to receive assistance in business management, management instructions that I need desperately."

D&R Pressure Washing can be contacted at (281) 429-2100. ➤

TxDOT ENGINEERING PLANS ON-LINE

TxDOT engineering plan sets for construction and state-let maintenance projects are on the TxDOT web site. To get to plans online:

Go to www.dot.state.tx.us

Hit the Business link,

Hit the Plans Online link.

If you should need assistance with this site, please call 1-888-900-7322 or

Email us at plansol@dot.state.tx.us

TxDOT Road Lines James Dossett, Editor Pat Merrill, Assistant Editor

This publication is published quarterly for customers of the Business Opportunity Programs Section (small and minority businesses, prime contractors, Chambers of Commerce, and TxDOT employees). Contents of TxDOT Road Lines are not necessarily official views of, or endorsed by TxDOT. Printed circulation: 6,000.

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Corpus Christi District's Man of Many Hats

contributed by TxDOT's Corpus Christi District



Ruben Schultz

"Giving small and minority businesses opportunity to do work for us has been a priority of this district for many years," says District Maintenance Supervisor Rubin Schultz of Corpus Christi. "In the early '70s we developed contracts with an eye to small businesses being able to compete. Then we expanded that emphasis to include minority contractors. We deliberately kept contracts to between \$30 and \$50 thousand so that small businesses could get a foothold in doing work with us."

As one of his many jobs, Schultz is responsible for developing and overseeing the letting of routine maintenance contracts for the district. That in itself is a big job, with between 70 and 80 contracts a year at a cost of about \$7 million. That's a long way from the early 70s when the district did about \$200,000 of work. But Rubin also has responsibilities in many other areas.

He is the district coordinator for the RAMP program (Rural Airport Maintenance Program), coordinates development of the annual district maintenance management plan, is the underground

storage tank coordinator, responsible for water/wastewater certification and record keeping at district rest areas. Rubin also handles emergency and district set-aside/handicap contracts.

Rubin says we have come a long way in developing programs to encourage small and minority contractors to work for TxDOT. He remembers those visits in the 70s. He took his plea for participation in district maintenance contracts to the Hispanic Chamber of Commerce, the NAACP and the local Chamber of Commerce. Most often it was just him trying to bring awareness of opportunities to these groups. Now we have programs and participation at many levels. Rubin added, "It is a real delight to me to see firms that used to do small contracts with us now competing for some of the larger contracts. We have some in the \$300 thousand range now. But, we continue to have \$30 to \$40 thousand contracts so that small firms can compete."

Schultz has 36 years of service with TxDOT and holds a degree in Geology from the University of Texas. He began work in a Residency (now called Area Office) in the Yoakum District and moved from there to the District Lab, next to the Lab in Corpus Christi and then to District Maintenance Operations. His career has changed and grown much as the department's DBE/HUB programs. ➤

TxDOT

Business Opportunity Programs

Phone & Fax Numbers

AC 512

	Phone	Fax
Main number	703-5826	703-5857
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Goal Setting & Data Reporting	703-5828	703-5842
Compliance & Complaints	703-5829	703-5803
Education & Outreach	703-5826	703-5804

New toll-free number: 866-480-2518

FREE PLAN ROOM SERVICES



Did you know that the Texas Department of Transportation offers Plan Room Services through the Texas Engineering Extension Service (TEEX) to certified DBEs?

Call **(800) 962-3413** to receive:

- ☞ Copies of construction plans
- ☞ Bidders (plan holders) lists
- ☞ Letting results and low bidders
- ☞ Bid tabulations

Each DBE firm is allowed, free of charge, 4,800 copies per year. For additional copies, a nominal fee is charged.

**Attention DBEs
who are working on or bidding on TxDOT projects:**

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**Training and Assistance is available to help you in your business!
Ask for "Technical Assistance" information.**



Business Opportunity Programs Section
Construction Division
Texas Department of Transportation
125 E. 11th Street
Austin, Texas 78701-2483